

Message Text

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PAGE 01 QUITO 08034 252102Z

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 RSC-01 /019 W

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INFO SECSTATE WASHDC 3460

AMCONSUL GUAYAQUIL

UNCLAS QUITO 8034

E.O. 11652: N/A

TAGS: BEXP, EC

SUBJECT: STATUS OF AIRCRAFT REPLACEMENT PROGRAM

REFS: (A) QUITO 6135, (B) QUITO 6318, (C) STATE 219067,

(D) QUITO 6473, (E) QUITO 6545

REFS (A) AND (B) NOT SENT TO STATE; REF (D) NOT SENT TO COMMERCE.

1. EMBOFF RECENTLY CONTACTED MANAGERS OF BOTH T.A.M.E. AND S.A.N. AIRLINES WITH REFERENCE TO THEIR PLANS TO REPLACE DC-3 AIRCRAFT IN THEIR FLEETS. REPLACEMENT PLANS REPORTED VIA REFTELS (A) AND (B).

2. T.A.M.E. MANAGER COL. CARLOS GUDINO REPORTED THAT PLANS WERE VERY DEFINITE TO PURCHASE TWO F-27 OR FH-227 AIRCRAFT. HE STATED THAT THIS PURCHASE WOULD TAKE PLACE BEFORE THE END OF THE YEAR AND THAT THE ONLY DECISION LEFT WOULD BE TO SELECT THE SELLER.

3. S.A.N. AIRLINES QUITO MANAGER MANUEL BACA STATED THAT BY MID-DECEMBER A DECISION WOULD BE MADE BY THE CIVIL AVIATION DIRECTORATE WHICH WOULD

REQUIRE S.A.N. TO EITHER REPLACE ITS TWO DC-3S OR PURCHASE A THIRD VISCOUNT. COMPANY FINANCIAL SITUATION IS SUCH THAT IT CANNOT INCREASE ITS FLEET AND REPLACE DC-3S AT SAME TIME. AIRLINE CURRENTLY FLYING TWO VISCOUNTS. AS AIRLINE HAVING DIFFICULTY LOCATING AVAILABLE VISCOUNTS, THE CARAVELLE IS BEING SERIOUSLY CONSIDERED AS SUITABLE ADDITION. COMPANY STILL HAS NOT FIRMLY DECIDED WHICH AIRCRAFT

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PAGE 02 QUITO 08034 252102Z

WILL REPLACE THE DC-3.

4. ACTIONS REQUESTED: A) AS S.A.N. AIRLINES STILL HAS NOT TAKEN FIRM DECISION ON REPLACEMENT AIRCRAFT FOR DC-3, CONTINUE TO PUBLICIZE THE TRADE OPPORTUNITY. B) INFORM MR. STEVEN U. HAZY, PRESIDENT, INTERNATIONAL LEASE FINANCE CORP., 8484 WILSHIRE BLVD., SUITE 850, BEVERLY HILLS, CA 90211, TEL (213) 658-7871, TELEX 69-1400 OF ABOVE INFORMATION. HIS FIRM HAS HAD EXTENSIVE RECENT DEALINGS WITH BOTH T.A.M.E. AND S.A.N. ON THIS MATTER.
BREWSTER

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